

## Message Text

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ORIGIN NEA-09

INFO OCT-01 ISO-00 /010 R

DRAFTED BY NEA/IRN:JRODES:ML

APPROVED BY NEA/IRN - CHARLES W. NAAS

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R 201631Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

UNCLAS STATE 207581

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJECT: MESSAGE FROM GREENBERG

FOR AMBASSADOR

FOLLOWING MESSAGE RECEIVED. QUOTE. DEAR DICK.

ASSUME SHABANI AND LEFEVRE HAVE KEPT YOU CURRENT ON OUR  
CONTINUED FRUSTRATION OBTAIN LICENSE. PASSAGE OF NEW LAW  
PERMITTING 49 PERCENT FOREIGN PARTICIPATION IN INSURANCE,  
AS YOU KNOW, WAS DECIDED BY IRANIANS TO BE NECESSARY  
INDUCEMENT FOR PROPER GLOBAL INSURANCE CONCERN ENTERING  
THEIR MARKET. EVEN THOUGH 49 PERCENT WAS LEGAL WE  
ACQUIESCED TO MONSOURS SUGGESTION THAT WE LIMIT OUR  
PARTICIPATION TO 45 PERCENT. NOW AFTER THIS CONCESSION AND  
MANY MONTHS OF CONTINUED WAITING THERE APPEARS TO BE  
CONTINUED OPPOSITION UNLESS ANOTHER SLICE OF FOREIGN  
PARTICIPATION IS AGREED TO. I AM RELUCTANT TO COMMIT  
HUMAN AS WELL AS MONETARY RESOURCES TO THE EXTENT  
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NECESSARY TO BUILDING A SHOWCASE COMPANY IN IRAN THAT WOULD  
BE BENEFICIAL TO ENTIRE COMMUNITY FOR 35 PERCENT  
PARTICIPATION. WOULD BE GRATEFUL FOR YOUR VIEWS (1)

WHETHER THIS DELAY IS SIMPLY NORMAL PROCEDURE AND LICENSE  
WILL BE GRANTED AS FILED, (2) WHETHER THERE ARE REAL  
PROBLEMS WITH RESPECT TO MAKEUP OF JOINT VENTURE, AND (3)  
FINALLY WOULD A PERSONAL VISIT BE GOOD AT THIS TIME TO  
REVIEW BACKGROUND WITH FINANCE MINISTER, PRIME MINISTER,  
COURT MINISTER, ETC. OBVIOUSLY PREFER NOT SEEK SUCH  
MEETING UNLESS ONLY WAY TO REINSTATE ORIGINAL PROPOSAL.  
I HOPE YOUR INTERVENTION SUFFICIENT TO BRING ABOUT JUST  
CONCLUSION. SORRY TO TROUBLE YOU DICK BUT WE HAVE  
ALREADY REMITTED IN OUR FUNDS AND HAVE SEVERAL COSTLY  
PEOPLE IN "IDLING" POSITION NOW IN PLAN. WARMEST REGARDS.  
HANK GREENBERG. UNQUOTE. KISSINGER

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